



# North Florida District News

January – March, 2006

## U.S. Small Business Administration North Florida District Office

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#### For More Information

SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.

SBA Answer Desk:  
1-800 U ASK SBA

Fax: 202-205-7064

E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)

TDD: 704-344-6640

Your rights to regulatory fairness:  
1-800-REG-FAIR

SBA Home Page: [www.sba.gov](http://www.sba.gov)

*All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.*

Written and Edited by: Lola Kress

## SBA Provides Surety Bond Training

The SBA North Florida District Office makes it a priority in FY 2006 to provide **Surety Bond Training to small and minority contractors who are interested in contracting opportunities which they may not normally bid.** The SBA can guarantee bonds for contracts up to \$2 million, covering bid, performance and payment bonds for small and emerging contractors who cannot obtain surety bonds through regular commercial channels. SBA's guarantee gives sureties an incentive to provide bonding for eligible contractors, and thereby strengthens a contractor's ability to obtain bonding and greater access to contracting opportunities. A surety guarantee, an agreement between a surety and the SBA, provides that SBA will assume a predetermined percentage of loss in the event the contractor should breach the terms of the contract.

### Definition of a Surety Bond

A surety bond is a three-party instrument between a surety, the contractor and the project owner. The agreement binds the contractor to comply with the terms and conditions of a contract. If the contractor is unable to successfully perform the contract, the surety assumes the contractor's responsibilities and ensures that the project is completed.

### Eligibility

A contractor applying for an SBA bond guarantee must qualify as a small business, in addition to meeting the surety's bonding qualifications. Businesses in the construction and service industries can meet SBA's size eligibility standards if their average annual receipts, including those of their affiliates, for the last three fiscal years do not exceed \$6 million. Local SBA offices can answer questions dealing with size standard eligibility.

*For More information on the SBA's Surety Bond Program, please visit [www.sba.gov/financing/bonds](http://www.sba.gov/financing/bonds) or call the SBA North Florida District Office, (904) 443-1900.*

**Scheduled Surety Bond Training: February 8, 2006 Pensacola, FL**

## Women's Business Roundtables

The SBA is participating in the following upcoming Women's Business Roundtable Workshops:

- **January 31:** *SBA North Florida District Office, Jacksonville*
- **February 23:** *Nassau County, Location TBA*

Roundtable discussion topics to include: Surety Bonding, Workers' Compensation, SBA Loan Programs/Access to Capital, 8(a) Business Development and healthy lifestyles for business owners. For more information, please contact SBA's Donna Padgug, (904) 443-1971.

## We Are Proud to Bring SBA 7(j) Training to Jacksonville

The mission of the SBA's [Office of Business Development \(BD\)](#) is to assist economically and socially disadvantaged businesspersons achieve competitive viability in the marketplace. To that end, SBA has been authorized, under Section 7(j) of the Small Business Act, to enter into grants, cooperative agreements or contracts, with public or private organizations that can deliver management or technical assistance to individuals and enterprises eligible for assistance under the Act. This assistance is delivered through the 7(j) Management and Technical Assistance Program to 8 (a) certified firms, small disadvantaged businesses, businesses operating in areas of high unemployment or low-income or firms owned by low-income individuals.

**Save the Dates for the Following 7j Trainings to take place at the Beaver Street Enterprise Center in Jacksonville:**

- **7(j) Basic Management Training (3 day) April 25 – 27, 2006**
- **7(j) Advanced Management Training (1 day) May 11, 2006**

*For more information, please contact SBA's Nancy Alvarez-Hernandez, (904) 443-1930*

## SBA's NATIONAL URBAN LEAGUE PARTNERSHIP A Great Opportunity for Lasting Change

### *Region IV Administrator Nuby Fowler*

It has been just over a year since SBA Administrator Hector Barreto announced a new strategic partnership between the Agency and the National Urban League. Since 1910, the Urban League has been working to empower African Americans to obtain economic independence, equality and civil rights. With 100 affiliate organizations in urban centers across the country, the Urban League is a natural ally to help SBA expand its outreach efforts in the thriving African American business community.

This new partnership also presents SBA, as well as our lending and technical assistance partners, a chance to demonstrate how we can bring valuable resources to organizations which, like the Urban League, hold great national standing. With even leaner budgets ahead, forming meaningful strategic partnerships with both local and national organizations will be essential to the continued growth of SBA programs. While we are consistently breaking historic lending, training, counseling and contracting records, it only makes good business sense to continue looking for ways to expand our market.

Given the preliminary results of the 2002 national business census, there is little doubt that our hottest growth segments are with women and minority businesses. Across the board, business starts within these groups are outpacing the national average by as much as 450%. While the reported five year growth rate for all businesses in the U.S. stood at 10%; among African American owned business it was up by 45%; among Hispanics up 31%, up 24% among Asians, and 20% among women.

What these numbers tell us is that the old business ownership disparities between minority and majority populations; between women and men are disappearing. The report also reveals a good deal about how today's business environment is becoming a great equalizer, where effort, ingenuity and hard work are the true factors for success. It tells us too, that partnerships with organizations like the National Urban League are right on target. Our challenge, both, nationally and locally, therefore, is to seek out fresh relationships with organizations that can help us tap new markets for SBA programs. Our opportunity is to bring about a positive and lasting change by helping shape a national marketplace that is as richly diverse as America.



## SBA and The City of Palm Coast Join Efforts *Wilfredo J. Gonzalez, District Director*

The SBA North Florida District Office has created a lasting relationship with the City of Palm Coast. Both entities strive to reach out to the potential or existing small business community and offer as much assistance as possible to the area's entrepreneurs.

The SBA, the City of Palm Coast and the Flagler Chamber of Commerce worked together to host a Disaster Preparedness Workshop in Palm Coast on September 1st, 2005 (pictured to the right). The workshop had great attendance and provided the small business owners in the Palm Coast Area an opportunity to meet with experts who are able to assist any entity to become best prepared for natural disaster.

On November 3rd, the SBA and the City of Palm Coast held a "How to do Business with the Government" workshop, which was also very well attended. This workshop brought government contracting experts to the small businesses of Palm Coast to discuss ways to increase their contracting opportunities.

The Small Business Assistance Fair in Palm Coast on January 11th also represents the common goal of the SBA and the City of Palm Coast to assist the small business community of Palm Coast to thrive.

We look forward to holding a series of workshops in Palm Coast throughout 2006 to assist small businesses in getting started, growing, increasing access to capital, government contracting opportunities, and much more. We appreciate the sincerity in the City of Palm Coast's efforts to assist small business.



## Disney/SBA National Entrepreneur Creates a Buzz with Open House Event

***Ilene Rubio, Acting Director***

***Disney/SBA National Entrepreneur Creates a Buzz with Open House Event***

On the evening of December 1st, 2005 between the hours of 5:30 and 8:30 p.m., the Disney/SBA National Entrepreneur Center (NEC) in Orlando, Florida hosted its Open House event, with approximately 216 persons in attendance. The event was held at the NEC located at One Landmark Center at 315 East Robinson Street, Suite 100, in Downtown Orlando, Florida. NEC Executive Board Chairman and Orange County Director of Economic, Trade and Tourism Development, George Rodon, served as the Open House Master of Ceremonies. In his introductory remarks, Mr. Rodon stated, “the NEC is a premier public/private partnership which provides small business owners the assistance needed to succeed and contributes to the overall economic environment of the Central Florida area.”

The NEC in Orlando opened its doors in June 2003. “The Open House event was targeted to small business owners and created a wonderful networking and learning opportunity for all participants, stated Acting NEC Director Ilene P. Rubio.” “The NEC is providing opportunities such as this one to create awareness in the community of the many programs and services offered by the center.”

Each of the center’s on-site partners displayed information on their organizations’ respective programs and services, and their representatives were present to answer participant questions and provide one-on-one counseling. The NEC’s on-site partners include Black Business Investment Fund (BBIF); Florida Black Business Investment Board (FBBIB); Florida First Capital Finance Corporation (FFCFC); Hispanic Business Initiative Fund (HBIF); Minority/Women Business Enterprise Alliance (Alliance); Metropolitan Orlando Urban League (MOUL); Orange County Government; SCORE-Counselor’s to America’s Small Business; University of Central Florida Small Business Development Center (SBDC); University of Central Florida Technology Incubator (UCFTI); and the U.S. Small Business Administration (SBA).

Representatives from the center’s four major sponsors – U. S. Small Business Administration (SBA); Disney Worldwide Services; Orange County Government; and University of Central Florida (UCF) provided remarks on the value of their partnership with the NEC during a brief program. Some of the center’s other contributing sponsors, who also had representatives in attendance; include AmSouth Bank, Banco Popular, City of Orlando, Darden Restaurants, Florida Hi Tech Corridor Council; Orlando Utilities Commission, and SunTrust Bank.

The December 1<sup>st</sup> Open House event was honored with the presence of several distinguished guests, including Orange County Mayor Richard Crotty; City of Orlando Senior Advisor for Public Policy and Business Development José I. Fernandez; University of Central Florida Dean of the College of Business Dr. Thomas Keon; Walt Disney World Company Senior Vice President Public Affairs and Multimarket Business Development Jerry Montgomery; Walt Disney World Company Director of Diversity Planning & Development Yvonne Chang; and Walt Disney World Company Director of Minority Business Development Eugene B. Campbell. Representing the U. S. Small Business Administration (SBA) were SBA Region IV Regional Administrator Nuby J. Fowler; North Florida District Office District Director and Deputy District Director Wilfredo González and Ralph Ross, respectively; and South Florida District Office District Director and Deputy District Director Francisco “Pancho” A. Marrero, and Gilbert Colón, respectively.

“The Disney/SBA National Entrepreneur Center is poised to become the best in the nation,” stated Region IV Regional Administrator Nuby J. Fowler, who touted the center’s benefits and its impact on the State of Florida’s small business economy during her remarks.



The Disney/SBA National Entrepreneur Center (NEC) is only second of its kind in the nation. The first NEC opened in San Jose, California in the year 2000 in a partnership with the City of San Jose and Cisco Systems.

For more information about the Disney/SBA National Entrepreneur Center (NEC), visit the center’s web site at [www.floridanec.org](http://www.floridanec.org) or contact the center at (407) 420-4848.

***Pictured left to right: Nuby Fowler, SBA Regional Administrator, Panch Marrero, SBA District Director, Manny Hernandez, Creative Director of 3-D Fine Art Collection, Ilene Rubio, Acting Director Disney/SBA NEC, Wilfredo J. Gonzalez, SBA District Director***



# North Florida District News January – March, 2006

The SBA North Florida District Office is proud to list the participating SBA lenders for the 7(a) and 504 Loan Programs that supplied loans for Fiscal Year 2005. The following lenders assist in building the small business community of North Florida and contribute to the overall success.

<b>SMALL BUSINESS ADMINISTRATION NORTH FLORIDA DISTRICT OFFICE ALL Participating Lenders in FY 2005 30-Sep-05</b>		
<b>Lender Name</b>	<b>Number of Loans</b>	<b>Dollar Amount</b>
AMERICAN ENTERPRISE BANK OF FLORIDA	20	\$ 4,571,700.00
AMERICAN EXPRESS CENTURION BANK	2	\$ 45,000.00
BANCO POPULAR NORTH AMERICA	118	\$ 29,499,200.00
BANK OF AMERICA NATIONAL ASSOCIATION	432	\$ 13,680,700.00
BANK OF PENSACOLA	6	\$ 1,452,000.00
BANKFIRST	45	\$ 11,937,600.00
BEACH COMMUNITY BANK	4	\$ 579,959.00
BIZCAPITAL BIDCO II LLC	1	\$ 85,000.00
BORREGO SPRINGS BANK N.A.	1	\$ 225,000.00
BRANCH BANKING AND TRUST COMPANY	15	\$ 10,009,000.00
BUSINESS DEVELOPMENT CORPORATION OF NORTHEAST FLORIDA, INC.	15	\$ 13,627,000.00
BUSINESS LENDERS, LLC	2	\$ 630,000.00
BUSINESS LOAN CENTER, LLC	48	\$ 11,548,000.00
CALIFORNIA BANK & TRUST	12	\$ 2,263,500.00
CAPITAL ONE FEDERAL SAVINGS BANK	143	\$ 6,825,000.00
CENTERBANK OF JACKSONVILLE, N.A.	19	\$ 2,546,500.00
CIT SMALL BUSINESS LENDING CORPORATION	46	\$ 24,677,400.00
COMERICA BANK	18	\$ 10,695,000.00
COMMERCE BANK NATIONAL ASSOCIATION	4	\$ 564,000.00
COMMUNITY SOUTH BANK	18	\$ 13,986,000.00
COMMUNITY WEST BANK NATIONAL ASSOCIATION	14	\$ 6,640,100.00
COMPASS BANK	21	\$ 2,644,000.00
DESTIN BANK	3	\$ 295,000.00
FAIRWINDS CU	9	\$ 2,367,848.00
FIFTH THIRD BANK	1	\$ 138,000.00
FIRST COAST COMMUNITY BANK	36	\$ 13,944,200.00
FIRST COMMERCIAL BANK OF FLORIDA	12	\$ 4,653,000.00
FIRST COMMUNITY BANK	1	\$ 100,000.00
FIRST COMMUNITY BANK OF SOUTHWEST FLORIDA	1	\$ 1,850,000.00
FIRST FEDERAL BANK OF NORTH FLORIDA	5	\$ 935,600.00
FIRST FLORIDA BANK	4	\$ 630,000.00
FIRST GUARANTY BANK AND TRUST COMPANY OF JACKSONVILLE	8	\$ 1,299,000.00
FIRST NATIONAL BANK	1	\$ 138,312.00
FIRST NATIONAL BANK NORTHWEST FLORIDA	1	\$ 2,000,000.00
FIRST-CITIZENS BANK & TRUST COMPANY	1	\$ 150,000.00
FLORIDA BUSINESS DEVELOPMENT CORPORATION	80	\$ 29,901,000.00
FLORIDA CITIZENS BANK	3	\$ 1,561,400.00
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	120	\$ 48,040,000.00
GULF STATE COMMUNITY BANK	1	\$ 20,000.00
GULFCOAST BUSINESS FINANCE, INC.	9	\$ 6,705,000.00
HSBC BANK USA NATIONAL ASSOCIATION	1	\$ 100,000.00
INNOVATIVE BANK	71	\$ 460,000.00
JACKSONVILLE ECONOMIC DEVELOPMENT COMPANY, INC.	22	\$ 17,659,000.00
JPMORGAN CHASE BANK NATIONAL ASSOCIATION	1	\$ 75,000.00
MERCANTILE BANK	2	\$ 521,000.00
MERCHANTS & SOUTHERN BANK	3	\$ 919,700.00
MILLENNIUM BANK	5	\$ 1,060,000.00
NEWTEK BUSINESS SERVICES, INC.	1	\$ 150,000.00
NEWTEK SMALL BUSINESS FINANCE, INC.	12	\$ 4,481,000.00
OCEAN BANK	1	\$ 50,000.00
OCEANSIDE BANK	1	\$ 50,000.00
ORLANDO NATIONAL BANK	25	\$ 12,533,000.00
PARISH NATIONAL BANK	1	\$ 57,000.00
PNC BANK NATIONAL ASSOCIATION	2	\$ 360,000.00
PREMIER BANK	2	\$ 330,000.00
REGIONS BANK	5	\$ 1,237,400.00
RIVERSIDE NATIONAL BANK OF FLORIDA	2	\$ 989,000.00
SMALL BUSINESS LOAN SOURCE, LLC	4	\$ 3,018,500.00
SOUTHERN DEVELOPMENT COUNCIL	2	\$ 1,538,000.00
SOUTHWEST COMMUNITY BANK	1	\$ 202,000.00
SOUTHWEST FLORIDA REGIONAL DEVELOPMENT CORPORATION	8	\$ 4,780,000.00
STEARNS BANK NATIONAL ASSOCIATION	3	\$ 392,000.00
SUNTRUST BANK	39	\$ 1,842,700.00
SYNOVUS BANK OF TAMPA BAY	3	\$ 1,000,000.00
TEMECULA VALLEY BANK	1	\$ 563,000.00
TEMECULA VALLEY BANK NATIONAL ASSOCIATION	6	\$ 5,283,300.00
THE BUCKHEAD COMMUNITY BANK N.A.	1	\$ 612,000.00
THE FIRST NATIONAL BANK OF NASSAU COUNTY	15	\$ 6,017,200.00
UNITED MIDWEST SAVINGS BANK	3	\$ 3,878,000.00
UPS CAPITAL BUSINESS CREDIT	6	\$ 4,487,500.00
VANGUARD BANK & TRUST COMPANY	6	\$ 808,300.00
WACHOVIA BANK NATIONAL ASSOCIATION	49	\$ 20,091,200.00
WHITNEY NATIONAL BANK	1	\$ 168,000.00

**TOTAL:**

**1605**

**\$ 379,173,819.00**